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GENERAL TRADE EDITION

# DIG & DUNG

WITH 1941 PRICES

Sales and Service Bulletin

W BLUE LABEL DAHLIAS W

*Sure to Grow. Free from Disease. True to Name*

WAYLAND DAHLIA GARDENS

E. R. Ryno, Prop.

Wayland, Mich., U. S. A.

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**GENERAL TRADE EDITION**

# DIG & DUNG

*There is no soil, however barren and unproductive, that cannot, by well digging and dunging, be made fertile and prolific.*—Adapted from Cervantes' DON QUIXOTE, Part II, Chapter XII.

## **Sales and Service Bulletin**

**VOL. 10**

**WAYLAND, MICHIGAN, U. S. A., SEASON OF 1941**

**NO. 1**

### **FIELD NOTES**

It is comparatively easy to find a market for a few thousand dahlia roots but when you have more than 600,000 plants, as we have this year, the problem of disposing of this crop is one that starts not at harvest time but at planting time. While there are several thousand varieties of dahlias we normally limit ourselves to about 700 of these, about 200 of which are standard varieties in popular demand throughout the country and the balance newer varieties which are either being tried out, or having been tried are being grown on to build up stock which will enable our customers to list them at popular prices in the near future. Naturally, with so many varieties, it is impossible to grow all of them in equally large quantities, nor would such a plan be feasible as some of the standard varieties which are listed by nearly all our customers have to be grown in lots of 10,000 to 20,000 plants while of others a thousand plants prove ample to supply the demand. Usually we do not list any variety of which we have less than 300 plants, although we do sometimes let part of our crop of a new variety go before the variety appears in our list.

Because of these facts we like to have our customers visit us and make their selections from blooming plants where possible. Blooms are always at their best from September 1st.

until frost and we really believe it is worth anyone's time to make the trip to see them.

Among the hundreds of dahlias which have been listed on the Honor Rolls during the past several years how many have survived to a point where even so few as 5,000 roots are available from all sources? I do not believe more than a dozen such can be named. Surely there must be something wrong with the scoring or rating system which does not show any greater endurance than this record. Dahlias don't go out of style or deteriorate so why is it that the Honor Roll dahlia of today is so often forgotten tomorrow?

Mr. McPhail of the Texas Department of Agriculture made tests of dahlias last year and reports the following results:

"The old stand-by varieties led in value of bloom and keeping quality. This is also true as to productivity. Jersey's Beauty, Ver Warner, Jean Kerr, Jane Cowl, Avalon, Maude Adams, Pride of California, Blue Jersey's Beauty and Sagamore took the heat and withstood the ravages better than other varieties.

"Varieties not grown generally in the southwest which made a notable showing included Cavalcade, Kathleen Norris, Kentucky, Monmouth Champion, Omar Khayyam,, White Wonder and White King."

The class of dahlias known as "miniatures", being those of all types whose blooms range from 3 to 5 inches in diameter, seem to be quite popular among some of the leading dahlia specialists. We have had considerable demand for these dahlias which we have been unable to fill, because, to be perfectly frank with you we are afraid of them. It is a very simple matter to stock up with any particular variety or type of dahlia but it sometimes becomes an entirely different problem to dispose of such dahlias after you have spent several years building up stock that runs into thousands of plants which may no longer be in demand. We want to give our customers everything in the dahlia line that they can sell but we believe it is to their interest as well as our own to keep away from fads so far as possible and stick by the kinds which have endured for years and will undoubtedly continue in favor for years to come.

Mr. Morgan T. Riley makes this pertinent remark in an article published in the Flower Grower. "For dahlias that have won once can win again. They not only can but they do."

In this same article Mr. Riley gives an extended list of the dahlias that have won the prizes. Among these dahlias we find that Hunt's Velvet Wonder is the most frequent

(Continued on Page Three)

# TRADE PRICES FOR 1941

Prices are quoted per hundred roots. Ten or more will be sold at the hundred rate. For less than ten roots of one variety add 20%. Reservation orders placed in the fall and orders to be shipped before January 1st. are accepted at minimum or thousand rates regardless of quantity ordered for any one shipment.

10% extra count is given in all cases—that is, 11 for 10, 110 for 100, etc.,—except where roots are packed in special boxes or cartons ready for reshipment—to take care of any possible replacement claims and to help defray transportation charges. This extra count is figured on even multiples of ten only.

As packed for shipment roots weigh approximately 15 lbs. per hundred.

All our stock is absolutely dependable, field grown from roots—not plants—planted early, carefully rogued and fully matured before dug. Stored under ideal conditions, all roots are fresh and plump, carefully cut, trimmed and sorted by expert cutters—no haggling, no broken necks, no culls—every root with a good eye, full of vitality and sure to please your most exacting customers. No stunts, mosaic or diseased plants in our fields, and no junk or untried varieties in our list.

If roots are to be wrapped and labelled individually for resale, add \$1. per hundred to prices given. Where order is of sufficient size to warrant—one hundred or more roots of a kind, and not less than ten kinds—we will, if desired, use a special label, similar to our regular blue label, but bearing your own name or trademark, and printed on stock of your own choice of color (unless such color is already reserved for another customer) with our regular white semi-parchment wrapper, at same rate. This will enable you to offer stock under your own exclusive label.

(A) Art or Peony-flowered (B) Ball or Show (C) Cactus (D) Decorative

**\$3. per Hundred, \$25. per thousand**

All varieties in this group, 2½c each, if Reservation Order is placed in Fall, or if order in Spring amounts to \$25. or more.

Aurore (A) Orange salmon  
Jan Olieslager (A) Yellow  
Mad. Von Bystein (A) Lilac pink  
Queen Wilhelmina (A) White  
American Beauty (B) American Beauty red  
Bonnie Blue (B) Bluish  
Dee-Lighted (B) White  
Dreer's White (B) White  
Floral Park Jewel (B) Red tipped white  
Lucy Fawcett (B) Yellow tinged rose  
Purple Ball (B) Purple  
Red Chief (B) Bright red  
Storm King (B) White  
Stradella (B) Rose purple  
Tillamook (B) Light pink  
Vivian (B) White tipped purple  
Bride's Bouquet (C) White  
Emily Russell (C) American Beauty shade  
Kreimhilde (C) Cream and pink  
Lawine (C) White faintly tinged lavender  
Libelle (C) Royal purple  
Melody (C) Yellow, often tipped white  
Perle de Lyon (C) White  
War Dance (C) Yellow and red  
Zephyr (C) Pink  
Aida (D) Maroon  
Countess of Pembroke (D) Lavender  
Darlene (D) Shell pink. The pink Jean Kerr  
Doazon (or Big Gus) (D) Giant orange scarlet  
Flamingo (D) Pink  
Flora (D) White  
Mrs. J. H. Dick (D) Yellow and pink  
Purity (D) White  
Queen Mary (D) Rose pink  
Yellow Colosse (D) An excellent yellow

**\$4. per Hundred, \$30. per thousand**

All varieties in this group, 3c each if Reservation Order is placed in Fall, or if order in Spring amounts to \$25. or more.

Camille Franchon (A) Red, lighter tip  
Cleopatra (A) Dull gold  
Diana (A) Scarlet. This is the true Marean Diana  
Geisha (A) Yellow and red  
Polar Star (A) White  
Rosalie Styles (A) Rose pink  
Sweetheart's Bouquet (A) Salmon rose and fawn  
White Cap (A) Large white  
A. D. Livoni (B) Pink  
Clara Seaton (B) Yellow brown  
Mary Bowman (B) Yellow  
Mrs. C. D. Anderson (B) Crimson mauve  
Maude Adams (B) Popular white flushed pink  
Yellow Duke (B) Yellow  
Bertha Horne (C) Popular bronzy yellow  
Betty Austin (C) Pink rose, yellow base and tips  
Celia (C) Lavender pink  
Etenard de Lyon (C) Purple lavender  
J. H. Jackson (C) Maroon  
Rene Cayeux (C) Brilliant red  
Thos. Oberlin (C) Orange red  
Agnes Haviland (D) Rose pink and yellow  
Canary Cup (D) Yellow  
Charm (D) Best burnt orange  
Delice (D) Popular pink  
D. M. Moore (D) Maroon, almost black  
Dr. Tevis (D) Salmon rose  
Dorothy Sager (D) Salmon and orange. Excellent cutter.  
J. D. Long (D) Salmon pink and bronze  
Jean Kerr (D) White  
Mina Burgle (D) Popular red  
Mrs. Carl Salbach (D) Lavender pink  
Mrs. J. Gardner Cassett (D) Dark pink  
Oregon Beauty (D) Brilliant red  
Rose Glory (D) Rose lavender  
Sanichan's Bluebird (D) Bluish  
Sequoia Gigantea (D) Yellow tinged red  
Venus (D) Popular white suffused lavender

For Prices on Mixed Dahlias and Pompons see page 3.

## **\$5. per Hundred, \$40. per Thousand**

All varieties of this group, 4c each if Reservation Order is placed in Fall, or if order in Spring amounts to \$25. or more.

Perfect Beauty (A) Red and white  
Mary Helen (B) Yellow  
Gay Paree (C) Golden bronze suffused red  
George Walters (C) Salmon pink and yellow  
Marguerite Bouchon (C) Pink with white center  
Minamoto (C) Large dazzling scarlet  
Mrs. Edna Spencer (C) White overlaid lavender  
Mrs. Warnaar (C) White flushed pink  
Pierrot (C) Orange tipped white  
Rheinischer Frohsinn (C) Pink and carmine rose  
Scaramouche (C) Indian red  
Sunset Glow (C) Scarlet tipped yellow  
Washington City (C) White  
Avalon (D) Large yellow  
Bashful Giant (or Apricot Giant) (D) Apricot and amber  
Catherine Wilcox (D) Pinkish white tipped red  
Coquette (D) Dark red and gold  
C. P. R. (D) Cream overlaid purple  
Dakota (D) Flame  
Edward T. Bedford (D) Purple tinged silver  
Elizabeth Slocombe (D) Red purple  
Ellinor Vanderveer (D) Glowing rose pink  
Francis Larocco, Improved (D) Canary yellow  
Harry Mayer (D) Pale Roselyn purple  
Iowa (D) Maize tipped pink  
Jane Cowl (D) Bronzy buff and salmon  
Jersey's Beacon (D) Scarlet and buff  
Judge Alton B. Parker (D) Yellow buff  
Le Grande Manitou (D) Lilac striped purple  
Le Toreador (D) Brilliant red  
Margaret Woodrow Wilson (D) Creamy white suffused pink  
Mrs. I. de Ver Warner (D) Orchid lavender  
Patrick O'Mara (D) Apricot yellow and orange  
Penn Charter (D) Buff tinted apricot  
Pride of California (D) Red  
Pride of Stratford (D) Best large red orange  
Purple Manitou (D) Purple  
Rosa Nell (D) Deep rose pink  
Rosemawr (D) Rose pink  
Sagamore (D) Apricot buff  
Spirit of St. Louis (D) Dark red  
The Millionaire (D) Lavender pink  
White King (D) White

## **\$6. per Hundred, \$50. per Thousand**

All varieties in this group, 5c each if Reservation Order is placed in Fall, or if order in Spring amounts to \$25. or more.

Cigarette (C) White edged orange  
Countess of Lonsdale (C) Popular salmon pink  
Gladys Sherwood (C) Large white  
Red Cross (C) Salmon orange  
Springfield (C) The red Lonsdale  
Barbara Redfern (D) Large old gold and rose  
Jersey's Beauty (D) Most popular pink  
Judge Marean (D) Popular orange and red  
Laura Morris (D) Best giant deep yellow  
Monmouth Champion (D) Flame red  
Robert Treat (D) American Beauty red  
Rose Fallon (D) Giant old gold  
The Commodore (D) Large canary yellow  
Wm H. Hogan (D) Best large red and white bi-color

## **\$8. per Hundred, \$60. per Thousand**

All varieties in this group, 6c each if Reservation Order is placed in Fall, or if order in Spring amounts to \$25. or more.

Barbara Ware (D) Large pink  
Hillcrest Mandarin (D) Red and yellow  
Jersey's Mammoth (D) Giant mahogany and gold  
Kemp's White Wonder (D) Large white  
Kentucky (D) Salmon sport of Jersey's Beauty  
Oyster Bay Beauty (D) Large oxblood red  
Starlight (D) Large golden yellow  
Violet Judge Marean (D) Violet sport of Judge Marean  
W. H. T. (D) Old rose  
Zion's Delight (D) Red

## **\$10. per Hundred, \$80. per Thousand**

All varieties in this group, 8c each if Reservation Order is placed in Fall, or if order in Spring amounts to \$25. or more.

Angela Mia (D) White  
Cavalcade (D) Mulberry pink  
Elite Glory (D) Large red  
Josephine G. (D) Pink  
Hunt's Velvet Wonder (D) Large purple  
Kathleen Norris (D) Large pink  
Marshall's Pink (D) Light pink  
Nanaquaket (D) Large pink  
Pan (D) Vivid scarlet  
Pres. Franklin D. Roosevelt (D) Bright red with lighter reverse

## **\$12. per Hundred, \$100. per Thousand**

All varieties in this group, 10c each if Reservation Order is placed in Fall, or if order in Spring amounts to \$25. or more.

Jean Trimbee (C) Petunia violet  
Satan (C) Large red  
Fred Springer (THE GREAT KILLY-LIEU or BEDDING DAHLIA) (D) Brilliant red  
Kemp's Violet Wonder (D) Large purple  
Mrs. Geo. Le Boutillier (D) Red  
Omar Khayyam (D) Red and orange  
Oriental Glory (D) Cadmium orange  
Prince of Persia (D) Red  
Thomas Edison (D) Royal purple

## **\$15. per Hundred, \$120. per Thousand**

All varieties in this group, 12c each if Reservation Order is placed in Fall, or if order in Spring amounts to \$25. or more.

California Idol (D) Light yellow  
Dwight W. Morrow (D) Velvety dark red  
Kentucky Red (D) Scarlet  
Ruth Vaughan (D) Large La France pink

## **\$18. per Hundred, \$150. per Thousand**

All varieties in this group, 15c each if Reservation Order is placed in Fall, or if order in Spring amounts to \$25. or more.

Clara Carder (D) Large cyclamen pink  
Daddy Kemp (D) Large reddish purple  
Elleanor M. Radell (D) Pink  
Geo. A. Relyea (D) Orange tipped white  
Groll's Genesee (D) Orange  
Queen City (D) Watermelon pink  
Washington Giant (D) Large lavender.  
Wenoka (D) Rosy mauve

## **Special Varieties at 25 Cents**

Buckeye Bride (D) Geranium pink  
Lord of Autumn (D) Large yellow  
Monarch of the East (D) Large orange bronze



# Wrapped Dahlias For Counter Trade

Floral and seed stores and nurseries who operate retail stores during the planting season always prefer to have roots wrapped and labelled individually, especially for counter trade.

At a small extra charge of \$1. per hundred, or one cent per root, we pack each root in fine, clean sawdust, wrap in white semi-parchment and seal with our special printed blue label, showing name of variety, type and predominating color. By this method roots are kept fresh and plump for weeks, and there is no breaking of sprouts or mixing of varieties through frequent handling.

Stock presents a more salable appearance—in fact, looks like a Christmas package—and customers can pick out just what variety or type or color they want from label description.

Furthermore, customers know that stock is of known origin and not a cheap job lot of roots, and are willing to pay more for it because they feel that they are sure of getting genuine stock that is really worth more than ordinary stock such as is usually offered at the "five and ten" stores.

By actual test, placing this stock side by side with bulk stock, it will

outsell such stock two to one, even when offered at twice the price. Try it and see for yourself which stock will make you the most money.

The D. V. Burrell Seed Growers Co., of Rocky Ford, Colo., say, "We believe this demand (for seeds of known origin) will grow until planters will require from their seedsmen seeds in the grower's original sealed packages." This should apply to other nursery products, and we believe we were the first, and so far as we know are still the only, grower to offer dahlias for resale in original packages.

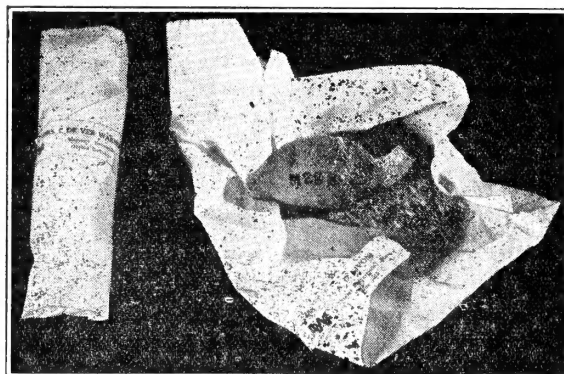
## Supply Your Customers With Genuine



## BLUE LABEL DAHLIAS



They  
LOOK Better  
KEEP Better  
SELL Better



And  
THEY  
ALWAYS  
SATISFY

### Assortment No. 1

Made up from our most popular garden and cut-flower dahlias—such varieties as we sell to those who call at our gardens at 25c each or six for \$1.00—, should sell readily over your counter at 10c each or twelve for \$1.00.

**250** Roots, wrapped and labeled as above, not less than ten varieties of best selling types and colors. (Order full assortment No. 1) **\$8.00**

**125** Roots (Order half assortment No. 1) **\$4.25**

Both full assortments, 500 roots in all ----- **\$20.00**

Both half assortments, 250 roots in all ----- **\$10.50**

All stock in above assortments is strictly high class and to enable you to guarantee same to your customers, we give 10% extra count to take care of any possible replacement claims. Colored window posters and a liberal supply of cultural leaflets are included with each assortment.

### Assortment No. 2

Made up from our most popular garden and exhibition dahlias—such varieties as we sell to those who call at our gardens at 35c each or four for \$1.00—, should sell readily over your counter at 25c each or six for \$1.00.

**250** Roots, wrapped and labeled as above, not less than ten varieties of best selling types and colors. (Order full assortment No. 2) **\$12.50**

**125** Roots (Order half assortment No. 2) **\$6.50**

**Modern Methods of Merchandising Applied to Products of the Nursery**



# BOXED DAHLIA COLLECTIONS

## For Counter Trade



Note the complete range of colors in the above number. Each number presents an equally fine assortment of entirely new varieties.

With the exception of a few minor changes which have been suggested by our dealer friends, our line of Boxed Dahlia Collections for 1941 will be very similar to our line for last year. There will be

### 9 Different Collections

### 54 Different Varieties

packed in boxes of six fine roots each, every root wrapped and labelled, to sell at a uniform retail price of 50c per box—only 8 1-3c per root—enabling you to meet DIME STORE COMPETITION with better dahlias—every root fully guaranteed by us—and lower prices than have ever been offered.

## Here Is the Complete Line:

No. A1—6 Art Dahlias  
No. B1—6 Ball Dahlias  
No. C1—6 Cactus Dahlias  
No. D1—6 Decorative Dahlias  
No. D2—6 Decorative Dahlias

No. D3—6 Decorative Dahlias  
No. X1—1 Art, 1 Ball, 1 Cactus, 3 Decorative  
No. X2—1 Art, 1 Ball, 2 Cactus, 2 Decorative  
No. X3—3 Cactus, 3 Decorative Dahlias

Each number is packed in cartons of 12 boxes (no broken cartons) and sells to you at a uniform price of

## \$3 per carton

All boxes are neatly labelled in colors—an attractive piece of merchandise that will sell like hot cakes. For example, Steckler, of New Orleans, sold 70 dozen boxes; Graham & Ross of Great Falls, 18 dozen; Gould of St. Paul, 12 dozen; Nicholson of Dallas, 18 dozen; McIntosh of Charleston, 12 dozen; Farm Bureau of Lansing, 22 dozen and so on all over the U. S. McIntosh wrote, "Your cartons were our best sellers"; Sherk, of Chambersburg, Pa., "Boxed dahlias worked out very well with our trade"; Colo. Seed Co., of Denver, "Our nurseryman is very much pleased with the appearance and is quite enthusiastic over the Dahlia Collections."

## Special Introductory Offer

We want every retail store in the country to stock our dahlias, and to enable you to present our full line to your customers we will send you our SPECIAL INTRODUCTORY OFFER of 36 boxes (three special cartons)—four boxes of each of the nine collections—216 roots in all, four of each of the 54 varieties—with colored window posters, beautiful colored display easel, mat for newspaper ads, etc., all for only

**\$9** (Retail Value)  
\$18.

Less 3% discount for cash with order.

Full details regarding this line of Boxed Dahlia Collections will be presented in our RETAIL STORE EDITION of DIG & DUNG, ready for mailing January 1st. Send for your copy, or order from this page and copy will be mailed to you when ready.

# Direct Mailing Service

Where customers prefer to have us mail their Dahlias direct from our place, we are prepared to make direct shipments thus saving them the cost of transportation and rehandling and insuring their customers absolutely fresh roots direct from our cellars.

If you are located within the Japanese Beetle zone this service will be particularly desirable because it will relieve you of all bother of inspections of individual shipments..

We provide you with a combination shipping order, invoice and mailing sticker, giving you a complete record of each transaction—varieties ordered, cost, date shipped, etc.—for your files and the total cost of this service is really less than it would cost you to mail stock from your own place.

Such customers as the R. M. Kellogg Company, A. E. Kunderd, Inc., and others have used this service for years, and we refer you to them as to the manner in which we handle their orders.

If you are interested in this service we shall be pleased to give you any further information you wish.

## Custom Packing

We are especially equipped to pack Dahlia roots in any kind of container you may desire. If you wish stock put up in any kind of box, whether for counter trade or for direct mailing, boxes plain or printed in colors, we can supply same to meet your particular requirements, whatever they may be, and at a cost representing the price of the roots plus actual cost of such container.

In this connection we would call attention to the provisions of the new Food and Drug Act which went into effect June 25, 1939, one of which bars from trade deceptive packages and containers of merchandise. Many retail stores are offering Dahlias packed in boxes as large as 8½ to 9½ inches long, each of which contains a single root 3 or 4 inches long. So far we have heard of no complaint regarding such containers (the Dahlia planting season was over before the law went into effect last year) but to guard against the possibility of complaint on this point we believe it would be wise for our customers to consider the provisions of the law before making contracts for their packages another season. It is immaterial to us whether we pack your roots in boxes six inches long or in one as long as a shoe box, but we don't want to have our customers load up with a lot of specially made cartons which might have to be discarded before they could all be used. We suggest that you tell us your particular needs in this line and let us work out the kind of package which we think will best meet your requirements and yet come within the provisions of the law.

## Remember

We are Dahlia growers, not jobbers. We own our own farms and storage and packing house, and have complete facilities for handling a crop of three million roots per year.

We plant, cultivate and harvest our crop with the aid of the latest machinery, and our prices are based on the actual cost of production with one fair grower's profit added. You get stock of known origin and are at all times sure of your supply when you deal with us.

Why not give us your business in our line?

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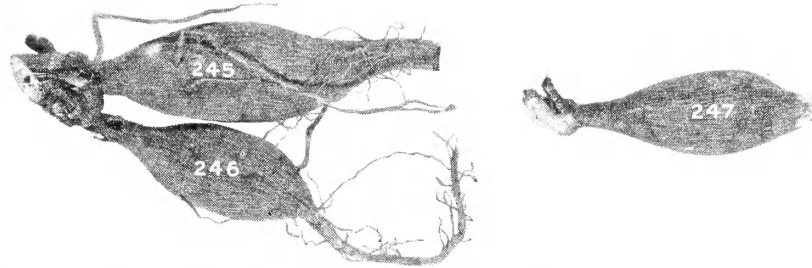
To insure complete coverage of your requirements for 1941

*Send Reservation Order Now!*

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**Wayland Dahlia Gardens, Wayland, Michigan**

# WHICH?



In the above cut we show at the left hand side the division as separated from clump. You will note that the eye is attached to figure 245; figure 246 has no eye and neck is cracked just below the crown. This part of the division is absolutely worthless and could only serve to make the division **seem** larger. Figure 247 shows the division trimmed ready for shipment. Note that all unnecessary parts of the division, including the fibrous roots and long tails are trimmed off, leaving a clean, strong, plump, healthy root with a sound

neck and good eye ready for planting. The cut is about one-third actual size, the finished root, figure 247, having been about  $4\frac{1}{2}$  inches long and weighing  $1\frac{1}{2}$  ounces, or just about half what the original division weighed. To those who are buying their stock untrimmed our roots may seem small; but why pay postage on unnecessary parts of roots and why send out stock that is unfinished in appearance any more than you would send out a peach or apple tree with the trunk untrimmed or

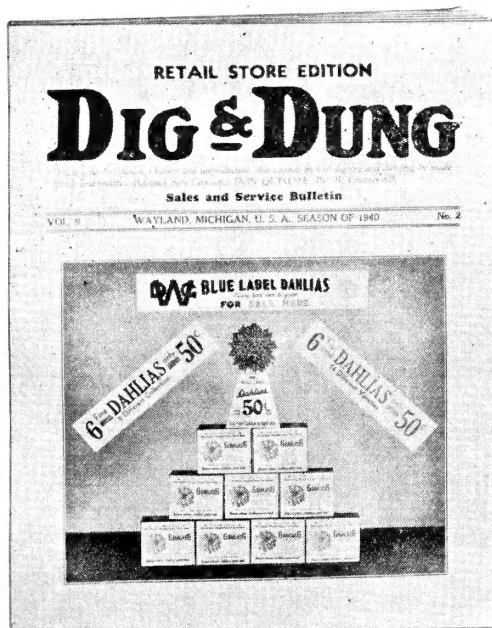
unstripped of side shoots?

If you plant your Dahlias by machine, as we do, you will find our trimmed roots work perfectly, whereas the untrimmed divisions cannot be used with any degree of satisfaction.

We would also call your attention to the fact that this extra trimming means considerably more work in the matter of preparing stock which we give you without extra cost because we believe your customers will be better satisfied with such stock.

*Send Your Reservation Order Early*

**About January 1st, 1941**



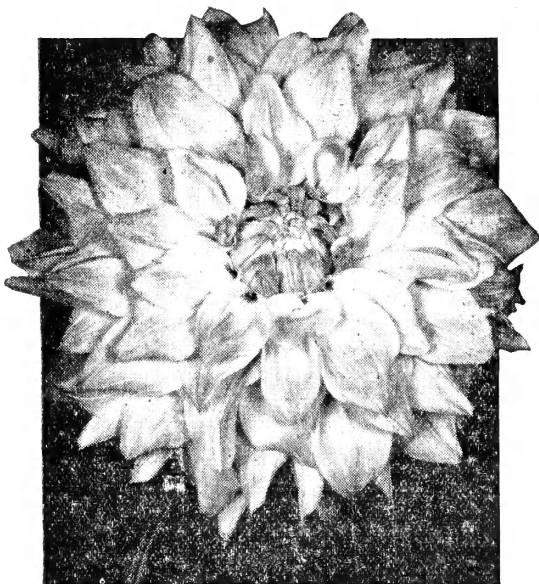
The RETAIL STORE EDITION of our Bulletin will be ready for mailing. In this Bulletin we shall offer a line of Boxed Dahlia Collections which will be of interest to every seed and nursery dealer. We have made some changes in the line since last year and with new four-color labels and improved design we believe your sales of this item should be better than they were last year. If you do not receive your copy of this Edition within a week after January 1st write us and another copy will be mailed to you.

**WAYLAND DAHLIA GARDENS**

E. R. RYNO, Prop.

**WAYLAND**

**MICHIGAN**



# Ruth Vaughan

## Greatest Pink Since Jersey's Beauty

Good pinks are now our best selling dahlias. In RUTH VAUGHAN we have a pink of the formal decorative type that is equally suitable for both exhibition and cutting purposes. It is about a half larger than Jersey's Beauty, clear La France pink with slight yellow shading at base of petals. Perfect form, profuse bloomer, rank grower, long, strong stems, and has everything that it takes to make it one of the most desirable dahlias ever introduced. Under subdued light its beautiful sheen makes it one of the most attractive dahlias you ever saw. While our planting is considerably smaller than it was last year we are still maintaining the low price of \$15. per hundred or \$120. per thousand for selected roots. Orders must be placed early to avoid disappointment.

WAYLAND DAHLIA GARDENS, Wayland, Mich.

## Terms and Conditions

Not less than 10 tubers will be supplied at the hundred rate, and no wholesale orders will be accepted for less than \$5, unless the season's orders amount to at least \$10 in the aggregate, in which case all orders will be billed at the minimum rate.

While we seldom fail to complete accepted orders, we reserve the right to omit any part of order where unexpected or unavoidable shortage of any variety occurs.

We will not substitute unless specifically instructed to do so. If sold out of any particular variety when order is received, we will so advise at once.

All orders shipped at purchaser's expense and risk, and although we exercise every precaution to pack tubers safely against freezing, we do not guarantee against damage in transit.

All shipments bear Certificate of Inspection issued by our State Department of Agriculture; but it is distinctly understood that customers must assume all risk in regard to the entomological requirements of their respective states.

Always state time and mode of shipment, otherwise we will use our best judgment, but without assuming any responsibility in the matter.

No extra charge made for packing and delivery to carrier, except where tubers are put up in special packages for resale.

Claims for rejections, errors, or omissions must be made within ten days after arrival of tubers.

**GUARANTEE**—While we exercise the greatest care to have all stock true to label, and hold ourselves prepared to replace, on proper proof, all that may

prove untrue, we do not give any warranty, expressed or implied, and in case of any error on our part, it is mutually agreed between the purchaser and ourselves that we shall not at any time be held responsible for a greater amount than the original purchase price of the stock.

**TERMS**—Unknown persons should send either cash in full with order, or 25 per cent. with order, balance C. O. D. Parties whose credit is approved may order tubers shipped any time after December first, and invoice for same will be dated June first following. Accounts unpaid after that date are subject to an interest charge at the rate of 6 per cent. per annum. No accounts carried where amount is less than \$25.

**REFERENCE**—As to our responsibility, we refer to the Commercial Agencies or the Wayland State Bank, Wayland, Mich.

**Wayland Dahlia Gardens, Wayland, Michigan**